

**Delaware Division of Professional Regulation****Printed : 7/25/2019 4:28 PM EST****Real Estate Education Committee****08/01/2019 09:30 AM**

861 Silver Lake Blvd., Cannon Building  
 Second Floor Conference Room A  
 Dover, DE 19904

Posted: 7/25/19 AW



CANNON BUILDING  
 861 SILVER LAKE BLVD., SUITE 203  
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STATE OF DELAWARE

REAL ESTATE COMMISSION  
 REAL ESTATE EDUCATION  
 COMMITTEE

TELEPHONE: (302) 744-4500

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WEBSITE: [DPR.DELAWARE.GOV](http://DPR.DELAWARE.GOV)EMAIL: [CUSTOMERSERVICE.DPR@STATE.DE.US](mailto:CUSTOMERSERVICE.DPR@STATE.DE.US)**AGENDA****(Amended items are noted with an asterisk\*)****I. Call to Order****II. Review and Approval of Minutes - July 2, 2019****III. Unfinished Business**

- A. Proposed Revisions to the Real Estate Commission Education Guidelines

**IV. New Business**

- A. Commission Update
- B. Review of Course Provider Application(s)
  - 1. CE Shop
    - a. e-Pro Certification - Module 7 - 12 Hours
    - b. Ethics at Work - Module 2 - 3 Hours
  - 2. Central Delaware Real Estate Academy
    - a. Delaware Real Estate Sales Pre-Licensing - 99 Hours
  - 3. New Castle County Board of REALTORS
    - a. Realtor Safety & Self Defense - Module 7 - 3 Hours
    - b. DSHA Programs for Homebuyers - Module 7 - 3 Hours
    - c. Bigger, Better, Faster, More! Changes to Real Estate Documents - Module 3 - 3 Hours
    - d. Agency & Fair Housing-A Realtor's View - Module 1 - 3 Hours
  - 4. Sussex County Association of REALTORS
    - a. Broker Licensing Course - 99 Hours
  - 5. Long & Foster Institute of Real Estate

- a. Buyer Representation and Forms - New Licensee Module 2 or CE Module 3 - 3 Hours
  - b. Seller Representation and Forms - New Licensee Module 3 or CE Module 3 - 3 Hours
  - c. Ultimate Real Estate Professionalism - New Licensee Module 4 or CE Module 7 - 3 Hours
6. OnCourse Learning Real Estate
- a. Short Sales and Foreclosures - Module 6 - 3 Hours
7. Coldwell Banker Resort Realty
- a. Legislative Update- Module 5 - 3 Hours
8. Parkway Law
- a. Understanding Ethics & Arbitration - New Licensee Module 1 - 3 Hours
  - b. Agency & Fair Housing - Module 1 - 3 Hours
  - c. Buyer Representation Back to the Basics - New Licensee Module 2 - 3 Hours
  - d. Seller Representation Back to the Basics - New Licensee Module 3 - 3 Hours
  - e. Raising the Bar on Professionalism - New Licensee Module 4 - 3 Hours
  - f. Protecting Yourself by Understanding Agency & Fair Housing - Module 1 - 3 Hours
  - g. Understanding the Real Estate Documents - Module 3 - 3 Hours
  - h. What's Involved with Office Management - Module 4 - 3 Hours
  - i. Understanding Commercial, Property Management and Land Use - Module 6 - 3 Hours
9. Kent County Association of REALTORS
- a. Agency & Fair Housing - Module 1 - 3 Hours
  - b. Ethics - Module 2 - 3 Hours
  - c. Not Your Mother's Ethics Class! - Module 2 - 3 Hours
  - d. 50 Shades of Contracts: An Advanced Look at the Agreement of Sale - Module 3 - 3 Hours
  - e. First Time Home Buyers - Guiding a Buyer into a First Home - Module 3 - 3 Hours
  - f. Understanding the Agreement of Sale - Contracts - Module 3 - 3 Hours
  - g. Bigger, Better, Faster, More! Changes to Real Estate Documents - Module 3 - 3 Hours
  - h. New Disclosure Forms: What you need to know - Module 3 or 5 - 3 Hours
  - i. Be a Hero to Your Client - Module 3 or 6 - 3 Hours
  - j. Real Estate "Jeopardy" - Real Estate Documents and Real Estate Practices - Module 3 or 6 - 3 Hours
  - k. Risk Management - Module 4 - 3 Hours
  - l. Real Estate "Jeopardy" - Office Management and Legislative Issues - Module 4 or 5 - 3 Hours
  - m. Current Issues in Agency Law - Module 5 - 3 Hours
  - n. Legislative Landmines - Module 5 - 3 Hours
  - o. Disclosures - Module 5 - 3 Hours
  - p. USDA Renovation Loans - Module 6 - 3 Hours

- q. Quirks in Real Estate - Practical Resolutions to Problems - Module 6 - 3 Hours
- r. Short Sales and Foreclosures - Module 6 - 3 Hours
- s. Practical Tips for Listing Agents - Module 6 - 3 Hours
- t. Don't Let Your Sale Fall Apart (and what to do if it does) - Module 6 - 3 Hours
- u. Boots to Home-Buying: VA Lending Basics and Military/Veteran Rights - Module 7 - 3 Hours
- v. What's New in 2019 - Module 7 - 3 Hours
- w. Mortgages 101 - Module 7 - 3 Hours
- x. DSHA Programs for Homebuyers - Module 7 - 3 Hours

#### 10. Residential Real Estate Council

- a. Succession Planning: Building, Valuing and Selling Your Business - Module 6 & 7 - 6 Hours
- b. 7 Things Successful Agents Do Differently: A Proven Business System - Module 6 & 7 - 6 Hours
- c. Zero to 60 Homes Sales a Year (and Beyond) - Module 6 & 7 - 6 Hours
- d. Turning New Homes Into Ongoing Revenue - Module 6 & 7 - 6 Hours
- e. Mastering Relevant, Consumer-Focused Marketing - Module 6 & 7 - 6 Hours
- f. Win-Win Negotiation Techniques - Module 6 & 7 - 6 Hours
- g. Building A Team to Grow Your Business - Module 6 & 7 - 6 Hours
- h. Converting Leads Into Closings - Module 6 & 7 - 6 Hours
- i. Mastering Your Time to Achieve Your Goals - Module 6 & 7 - 6 Hours
- j. Building An Exceptional Customer Service Referral Business - Module 6 & 7 - 6 Hours
- k. Technologies to Advance Your Business - Module 6 & 7 - 6 Hours
- l. Financing Solutions to Close the Deal - Module 6 & 7 - 6 Hours
- m. Buying and Selling Income Properties - Module 6 & 7 - 6 Hours
- n. Effective Buyer Sales Strategies - Module 6 & 7 - 6 Hours
- o. Listing Strategies for the Residential Specialist - Module 6 & 7 - 6 Hours
- p. Business Planning and Marketing for the Residential Specialist - Module 6 & 7 - 6 Hours
- q. Generational Marketing: Innovative Strategies Across All Generations - Module 6 & 7 - 6 Hours
- r. Increase Wealth with Rentals and Other Investment Properties - Module 6 & 7 - 6 Hours

#### C. Review of Instructor Application(s)

- 1. Justin Kierstead - New Application

#### **V. Correspondence**

#### **VI. Other Business before the Committee (For Discussion Only)**

#### **VII. Public Comment**

#### **VIII. Next Meeting - September 5, 2019**

#### **IX. Adjournment**


Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.